

# CON 204

## Intermediate Contract Pricing

This course reinforces pricing skills covered in the Level I Contracting curriculum and further develops skills in price and cost analysis.

Through team case studies, students demonstrate their ability to recognize, resolve, and provide advice on pricing issues and appropriately use price and cost analysis in developing prenegotiation objectives.

**Objectives:** Students who successfully complete this course will be able to:

- use pricing-related market research and know the benefits of its use;
- understand collaboration opportunities to streamline price/cost analysis efforts;
- recognize the appropriateness of the cost/price analysis as it relates to preferred acquisition approaches;
- realize when and how to perform various cost/price analysis techniques and how to use the results;
- consider cash flow and analysis from the supplier and customer perspectives; and
- understand how to use and advise on alternative contract incentives.

**Who Should Attend:** Level I certified personnel who are working on Level II certification should take this course.

**Prerequisite:** CON 120 (If it is practical from a scheduling standpoint, CON 202 is highly recommended prior to taking CON 204.)

**Length:** 10 class days

**Method of Delivery:** Resident/Local

**PDS Code:** BU6



# CON 210

## Government Contract Law

Attendees will understand the impact of government contract law on acquisition. The course introduces basic principles and sources of law relevant to acquisition. Court cases and administrative decisions emphasize how law affects the government-contractor relationship, legal disputes, and the maintenance of ethical business.

**Objectives:** Students who successfully complete this course will be able to:

- analyze how the law affects government contract formation;
- differentiate among types of inspection, warranties, acceptance, and changes;
- articulate key issues and describe procedures available for dispute resolution;
- contrast different forums available to hear protests relating to government contract formation and describe the basic issues;
- explain the allocation and enforcement of government rights to various types of property;
- identify and apply limitations on spending of government funds; and
- recognize procurement fraud and available remedies.

**Who Should Attend:** This course is for intermediate-level personnel who are responsible for contract formation or management.

**Note:** Online precourse material is required for completion of this course; no walk-ins will be permitted.

**Prerequisites:** CON 120

**Length:** 5 class days

**Method of Delivery:** Resident/Local

**PDS Code:** BDP

